

## Message Text

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PAGE 01 CAIRO 15819 01 OF 02 270724Z  
ACTION NEA-11

INFO OCT-01 EB-08 ISO-00 /020 W  
-----050710 270743Z /14

R 270712Z JUN 78  
FM AMEMBASSY CAIRO  
TO USDOC WASHDC  
AMCONSUL ALEXANDRIA  
AMEMBASSY BRUSSELS  
AMEMBASSY ATHENS  
INFO SECSTATE WASHDC 0792

UNCLAS SECTION 01 OF 02 CAIRO 15819

E.O. 11652: N/A  
TAGS: BEXP, ECRE, EG  
SUBJECT: PROJECT OPPORTUNITY: PREQUALIFICATION FOR  
- GENERAL CONTRACTORS FOR HOTEL/OFFICE  
- BUILDING PROJECT.

1. ARAB INTERNATIONAL BANK, A MAJOR CAIRO-BASED  
FINANCIAL INSTITUTION IS DEVELOPING LARGE HOTEL/  
OFFICE BUILDING COMPLEX CALLED AIB CENTER. CALL  
FOR GENERAL CONTRACTORS TO PRE-QUALIFY TO UNDERTAKE  
PROJECT HAS JUST BEEN PUBLISHED.

2. TEXT OF ANNOUNCEMENT INVITING PRE-QUALIFICATION: QUOTE  
ARAB INTERNATIONAL BANK; CAIRO,  
EGYPT; INVITATION FOR PREQUALIFICATION FOR GENERAL  
CONTRACTORS.

THE A.I.B. CENTER IS AN EGYPTIAN PUBLIC LAW 43 PROJECT  
CREATED BY ARAB INTERNATIONAL BANK. THE PROJECT IS  
LOCATED NEAR THE CENTER OF CAIRO AND CONSISTS OF ONE  
750-ROOM HOTEL, ONE 20-STORY OFFICE BUILDING AND  
TWO 32-STORY APARTMENT BUILDINGS ALL INTERCONNECTED  
BY A 5-STORY MIXED USE BUILDING. THE GROSS AREA IS  
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APPROXIMATELY 245,000 SQUARE METERS OF REINFORCED  
CONCRETE CONSTRUCTION.

THE CONTRACTORS WHO ARE QUALIFIED WILL BE EXPECTED TO  
SUBMIT A FIRM PRICE TENDER FOR THE STRUCTURAL ELEMENTS  
AND GENERAL CONDITIONS FOR THE ENTIRE PROJECT AND SUBMIT  
A PERCENTAGE FEE FOR THE ACCEPTANCE OF ASSIGNMENT BY

THE OWNER OF SUBCONTRACTORS FOR THE ENTIRE PROJECT.

SITE EXCAVATION WORK AND THE INSTALLATION OF PILING HAS COMMENCED. STRUCTURAL DRAWINGS AND SPECIFICATIONS ARE COMPLETE. THE REMAINDER OF THE CONSTRUCTION DOCUMENTS WILL BE COMPLETED BY MID 1978.

PROSPECTIVE GENERAL CONTRACTORS PREQUALIFICATION TENDER MUST CONTAIN THE FOLLOWING:

- (1) CERTIFIED YEAR-END FINANCIAL STATEMENT AND
    - A CURRENT APPLICABLE BALANCE SHEET.
  - (2) A SYNOPSIS OF PERSONNEL OF THE ASSOCIATION
    - INCLUDING CURRICULA VITAE OF THE TOP OFFICERS.
  - (3) NAMES, TITLES, EXPERIENCE IN CONSTRUCTION IN
    - GENERAL AND EXPERIENCE IN THE MIDDLE EAST
    - OF SENIOR STAFF WHO ARE CURRENTLY IN YOUR
    - EMPLOY AND WHO WILL BE ASSIGNED TO THE PROJECT.
  - (4) NUMBER AND TITLES OF SENIOR STAFF PEOPLE WHO
    - WILL BE OBTAINED FROM OTHER SOURCES AND THE
    - SOURCES THEREOF.
  - (5) COMPANY EXPERIENCE IN THE MIDDLE EAST, IF
    - ANY, INCLUDING SPECIFICALLY THE NUMBER, TYPE
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- AND SIZE OF SUCCESSFULLY COMPLETED PROJECTS
- AND YEAR COMPLETED.
- (6) NUMBER OF HIGH RISE BUILDINGS COMPLETED
  - WORLDWIDE TOGETHER WITH A BRIEF DESCRIPTION
  - OF AT LEAST FOUR MAJOR BUILDINGS.
- (7) NUMBER AND DESCRIPTION OF PROJECTS OF COM-
  - PARABLE SIZE SUCCESSFULLY COMPLETED AND YEAR
  - COMPLETED.
- (8) LIST OF CLIENTS FOR WHOM PREVIOUS PROJECTS OF
  - SIMILAR SIZE HAVE BEEN SUCCESSFULLY COMPLETED
  - WITH THE NAME AND TITLE OF REPRESENTATIVES
  - WHO CAN BE CONTACTED AS REFERENCES.
- (9) HISTORY OF BONDING RELATIONS ON SIMILAR SIZED
  - PROJECTS FOR THE PAST 5-7 YEARS.
- (10) SOURCES OF CONSTRUCTION MATERIALS AND THE
  - NUMBER AND TYPES OF EQUIPMENT FOR THE CONCRETE
  - STRUCTURE.

PREQUALIFICATION TENDERS WILL BE RECEIVED NO LATER  
THAN JULY 25, 1978 BY:

- ARAB INTERNATIONAL BANK
- C/O MR. W.B. LUSTER
- 50 GOMHURIA STREET,
- CAIRO EGYPT

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ACTION NEA-11

INFO OCT-01 EB-08 ISO-00 /020 W  
-----050731 270742Z /14

R 270712Z JUN 78  
FM AMEMBASSY CAIRO  
TO USDOC WASHDC  
AMCONSUL ALEXANDRIA  
AMEMBASSY BRUSSELS  
AMEMBASSY ATHENS  
INFO SECSTATE WASHDC 0793

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- PHONE: 935744
- TELEX: 9-2079

DRAWINGS MAY BE REVIEWED AT THE FOLLOWING PLACES:

- GERALD D. HINES INTERESTS,
- 2100 POST OAK TOWER
- HOUSTON, TEXAS 77056
- U.S.A.
- PHONE: 713/621-8000
- TELEX: 910/881-5468
- SKIDMORE, OWINGS & MERRILL/ALI NASSAR
- 22 HUSSEIN ROSTOM STREET
- AGOUZA, DOKKI,
- CAIRO, EGYPT END QUOTE.

3. A.I.B. CENTER PROJECT HAS BEEN ESTABLISHED AS  
INDEPENDENT LEGAL ENTITY UNDER EGYPTIAN INVESTMENT  
LAW (LAW 43 OF 1974). ORGANIZATION SPONSORING  
PROJECT, HOWEVER, IS ARAB INTERNATIONAL BANK, AN

IMPORTANT FINANCIAL INSTITUTION IN CAIRO. BANK  
HAS CAPITAL OF U.S. \$ 100 MILLION AND FIVE ARAB  
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STATES (EGYPT, LIBYA, U.A.E., OMAN, AND QATAR)  
ARE THE MAJOR SHAREHOLDERS.  
EILTS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** HOTELS, BUILDINGS, INVESTMENT OPPORTUNITIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780265-1001  
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**Litigation Codes:**  
**Litigation History:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2199017  
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**Subject:** PROJECT OPPORTUNITY: PREQUALIFICATION FOR - GENERAL CONTRACTORS FOR HOTEL/OFFICE - BUILDING PROJECT.  
**TAGS:** BEXP, ECRE, EG  
**To:** COM ALEXANDRIA  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/9e2b667f-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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